

The Major News

Volume IV Issue 2

For Operators of The Major BBS

Fall 1993

RIPscrip™ Takes BBS Industry by Storm

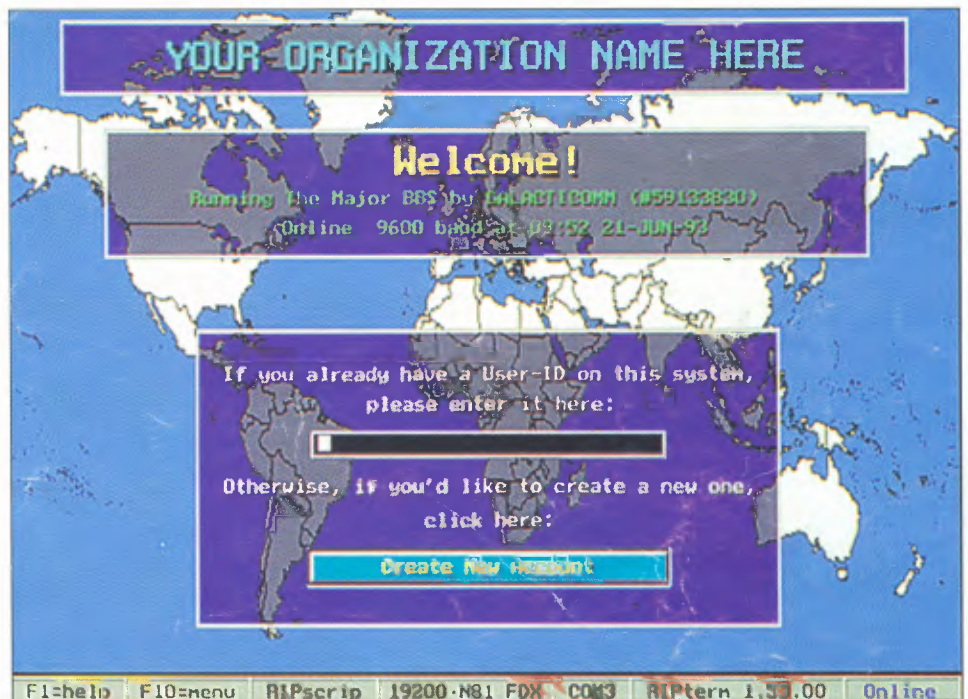
By Dihan Rosenburg
Staff Writer

You love it! That's what we've been hearing from the hundreds of Sysops who are using the new RIPscrip Add-on Option. Although it's only been available for a few months, it's already evident that it has become your favorite add-on.

RIPscrip (Remote Imaging Protocol), is a graphics protocol that lets your BBS present a graphical user interface to your callers. Users can click on buttons, icons, and pop-up windows with a mouse, to access the services on your BBS.

We recently released the first update — Version 1.1 — to the RIPscrip Add-on Option. It incorporates dozens of your suggestions, expands the RIP'ped menus, and makes everything more artistically appealing. The great thing about RIPscrip, just like

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Version 6.12 Released!

A free patch is available for download from the Demo System (305-583-7808) for Version 6.1 customers.

Galacticomm Offers Testing Ground for Third-Party Products

By Laura Kravet
Staff Writer

The GRID is online! You're invited to log on to a new BBS that provides a showcase for third-party developers' (TPD) products and add-on options for The Major BBS.

You can access The GRID (Galacticomm Remote Interactive Development) by calling (305) 321-2410 with your modem. It can also be reached through the Galacticomm Demo System. Connection speeds up to 14.4K bps are supported. You can try out TPD software "hands on," from databases to multi-player games. Online time is free, although you are limited to 90 minutes over two calls per day.

Each TPD also has a Forum on The GRID, where comments and suggestions can be exchanged with the developer. You can find technical support for TPD products here, as well as download demo programs and updates from the File Library.

Says Ken Nash, TPD Liaison and Sysop of The GRID, "What better way to network developers and customers than through a BBS? It's a great way to put up-and-coming software through its paces, and get instant feedback to the respective developers from the folks who are going to use it." Ken also manages the Seal of Approval program, through which Galacticomm endorses quality third-party products.

Continued on page 37

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President's Corner

By Scott J. Brinker
President/CEO

You've probably heard about the "information superhighway." Everyone from *Time* magazine to *The New York Times* has been talking about this future digital network that will revolutionize our lives.

Well, surprise! It's already on your desk.

By operating a BBS, you are making it actually happen — today. People can call your BBS from around the world to exchange information and interact with each other. New friendships and business opportunities are being sparked and realized *electronically*. Barriers of communication are falling before our eyes.

But this is just the beginning. The two pillars of an information highway are: (1) everyone can use it and (2) they can reach almost anyone in the world with it. We've just released two new add-on updates to give you this power.

The RIPscrip Add-on Option Version 1.1 is now shipping. It provides an out-of-the-box, knock-your-socks-off graphical



user interface for your BBS. People who used to just feel comfortable with services such as Prodigy can now navigate your BBS with a click of their mouse.

Major Gateway/Internet Version 1.1 has also hit the streets. This new version makes it much easier to integrate the Internet into your BBS. It includes everything you need to hook up to a provider, and now many more providers are supported.

The Internet reaches more people than any other network on the face of the planet, and it's growing larger every day. For \$249, plus a small monthly service charge to the

provider of your choice, your BBS can harness and wield this awesome resource.

Here at Galacticomm we're right behind you as you pioneer this electronic frontier. We are still the largest BBS company in the world, with 35 employees and more coming on board as I write this. And every single one of us is dedicated to seeing you succeed online.

Our engineering team is working around the clock, forging new and better ways of communicating, many of which I can't talk about yet. But I promise you the BBS you are running today is the foundation for a glorious future that is just starting to realize its potential. We'll be with you every step of the way.

Enjoy this special four-color issue! It's wonderful to see so many great third-party presentations, offering you all sorts of enhancements and add-ons in graphic brilliance. With almost 100 third-party developers, The Major BBS offers you more freedom and flexibility than any other online platform in the world. Go ahead and take advantage of it.

The next time someone brings up "info highways" to you at work or a social mixer, give them the number to your BBS.



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Spanish and German Language Add-ons Released

by Fabian Cuervo
Translations Coordinator

Do your users "habla Español" or "sprechen sie Deutsch"? If so, The Major BBS will let you speak their language.

Galacticomm is proud to announce its first two language add-ons: the Spanish and German user interfaces. With Version 6.1 of The Major BBS, you can plug in these new languages by simply typing "A:INSTALL". When your users connect to your BBS, they can choose which language they want to use. From that point forward, all the "text blocks" in your BBS will be presented in the language of their choice.

You can edit these text blocks (option #6 from the Introductory Menu), and make your own translations for your menus and other add-on options. If a Spanish or German translation of a message or menu doesn't exist, the user will just see the English text for it.

Both products were produced by Gerald Meier of the Online Store in Europe, who

has provided the German and Spanish versions of The Major BBS for many years. Galacticomm is serving as Gerald's distributor in the U.S. and Canada. The Spanish Language Add-on Option and the German Language Add-on Option are available for \$249 each.

"This is part of our ongoing strategy," says Galacticomm President Scott Brinker, "to provide our customers with the tools for global communication. BBSes already span distances and time zones. Now they are starting to bridge language and cultural barriers too." The Major BBS can support up to 50 different languages, including presentation protocols such as RIPscrip.

Many other languages for The Major BBS are under construction now by third-party developers around the world. The French and Italian translations are already available, and contracts have been signed for Czechoslovakian, Russian, Turkish, Dutch, Greek, Farsi, Japanese, Chinese, and Vietnamese.



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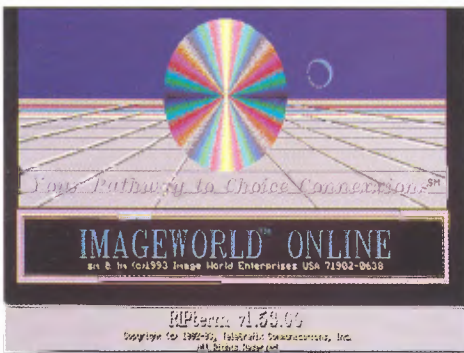
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RIPscrip™ (cont'd. from page 1)

The Major BBS, is that it's completely customizable. The screens we've included are just a starting point.

Many enterprising Sysops have taken an extra step, and used RIPaint (the design tool for RIP screens) in combination with other programs, such as PicLab and Neopaint, for extraordinary visual effects. Other Sysops have created their own icons and made them available for download, or even customized the opening screen of RIPTerm (a graphical terminal program used with RIPscrip).



You can create your own exciting RIPTerm opening screen.

We checked out a few of your RIPscrip BBSes and discovered fantastic graphic screens and menus. One of the most impressive RIP displays belongs to ImageWorld Online, an "infotainment" BBS, with games, legislative updates, health and fitness information, and more.

Most of its menus and screens have a theatrical theme; for example, the TOP menu looks like an old-time theater facade. They chose this idea because RIPscrip is like a show, with graphical images and animation, according to Lee Terbot, the Sysop for ImageWorld.

"We've really pushed RIP to the outer edge," says Lee. "When we originally bought RIPscrip, we were planning to implement a look like Prodigy or America Online."

"But once we started working on it, we decided to pattern our BBS after a magazine," said Sam McMillan, ImageWorld's graphic artist. "Every menu page enters you into a different section, just like magazines."

Other things you'll see on ImageWorld include customized fonts and a lithograph-like photo of a woman that's quickly drawn on-screen. First she's outlined in black and



You can design hi-res online graphics to dazzle your users.

white. Next, her lipstick is colored in and finally, her face is given flesh tones. It's really neat!

Although there's no way to convert a graphic file directly into RIPscrip text, Sam used a neat trick to achieve the same end result. He converted a TIFF file to a RIPscrip icon with the TIFF -> Icon utility. Then, he loaded his icon into RIPaint and traced it filling areas in with realistic colors. This same technique can be used to reproduce just about any graphic image with RIPaint.

Continued on page 7

Casino Poker!

First introduced in 1988, Casino Poker was the first card game available for The Major BBS. Our attention to detail and playability makes it the game users will spend all night playing. And now, our newest version of Casino Poker supports RIPscrip graphics, including a beautiful set of bitmapped playing cards. Order yours today!

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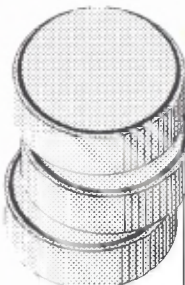
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The computer market is becoming more and more memory-intensive, with new applications forcing users to increase the memory capacity of their machines. For example, running an application like Windows requires at least 1MB of memory. Other memory-intensive programs include graphics, CAD, and networking. *Crystal Vision* provides over 2,000 memory products which include DRAM, SRAM, SIPP and SIMM. We also provide proprietary memory for the PS/2, HP LaserJets, Apple LaserWriter II NTX and many others.

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RIPscrip™ (cont'd. from page 5)

ImageWorld has even personalized RIPterm's opening screen with a graphic backdrop and ImageWorld's logo, a multi-colored wheel.

Kudos also go out to Gaiasys, a BBS specializing in games and entertainment, progressive politics, and the environment. Sysop Bryan Elliot has just begun formulating his screens, but what he has accomplished so far is outstanding. The opening screen is a realistic-looking globe. Other screens show fractals and earth landscapes as backdrops.

Another Sysop pushing the RIP envelope is Tim Brown, Sysop for The Promised Land, a family-oriented BBS, located in Wisconsin. One of his best screens is "Mail System," showing a highway with direction signs, such as you might see at a crossroads. Instead of directing you to the nearest town, however, you click on the signs to get to different areas of the BBS, such as E-mail or file pages.

Business BBSes, such as the one operated by AST Research, Inc., are customizing their RIP screens to produce a look that keeps with their organization's image.

"We redesigned the menus to make them more AST-oriented, and we changed the col-



Businesses can use RIPscrip to promote their professional image.

ors and layout to give our BBS a corporate look," AST's Sysop Donna Lantello said.

AST Research has customized the TOP menu, so callers can go directly to such areas as "AST Press Releases," "Technical Support," and "Database Search." With RIP, the AST board has achieved a look that is consistent with what you would expect from a Fortune 500 company.


Sysops have nothing but praise for RIPscrip. "I think RIPscrip is great," said Doug Campbell, Sysop for The Realty Network BBS in Orange County, CA. "It opens BBSes up to a lot of people that usual-

ly wouldn't try them. With the mouse and icons, my BBS is simple and easy to access. We get a lot of people calling for home listings who aren't familiar with BBSes. RIPscrip makes our system user-friendly."

"People love the RIPped look," explains Frank Corsi, Sysop for the Online Shopper in Hollywood, FL. "They say they've never seen anything like it."

Lee Terbot agrees. "RIPscrip has been very well accepted. Most members have shared their copy of RIPterm, and we've sent out over 100 copies by mail, in addition to the downloads."

You can try RIP out by calling the Galacticomm Demo System at (305) 583-7808. Download a copy of RIPterm from the BBSV6SHR LIB in the file library, then call back into the Demo System. You'll see how RIPscrip looks "out of the box," the way your users will see it without any customization on your part.

Check out the BBSes listed on page 19. Many of these have done really unique things with RIP. They're great examples of the impressive array of inventive menus and screens that are possible with RIPscrip. 

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The Major BBS now speaks German !

The new multi-lingual/multi-protocol architecture of The Major BBS lets you easily plug in languages, such as Spanish and German. With the German Add-on Option, you can offer German prompts for up to 256 simultaneous users on a single machine. Your German-speaking users can

get prompts and help messages in German, while your English-speaking users still get prompts and help messages in English. Earn increased profit by paying more attention to your German-speaking users. It is very easy: Install The German Add-on Option with only a couple of keystrokes.

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Name on card: _____

Exp.: _____ BBS serial #: _____

Securing Your System

By Dihan Rosenburg
Staff Writer

Keeping your system secure is always an important consideration for Sysops. That's why we at Galacticomm have made security a top priority in The Major BBS. With our proprietary Locks and Keys architecture, there are millions of possible access levels you can assign.

Here are several other security measures you can take with the BBS, as well.

To help protect your system against intruders, The Major BBS hangs up on a caller if he guesses the wrong password three times. This discourages hackers from making dozens of guesses until they figure out your password. If this happens, the message "INVALID PASSWORD ATTEMPT" will be recorded in the Audit Trail, noting the attempted User-ID.

You should also take care that no one sees your password on the Sysop console. The default setting for the "VISPSW" option in CNF level 3, "Security and Accounting," is "Yes." This makes users' passwords visible on your console, and also in the user account information displayed online.

For tighter security, you'll want to change this option to "No." Keep in mind though, that you won't be able to look up passwords this way either, without shutting

down the BBS and changing the CNF option back to the default.

When you install The Major BBS, the password for the "Sysop" account already exists. You should change this password as soon as possible, so feisty hackers will have difficulty trying to break into your account. It's a good idea for both you and your users to change your passwords frequently, and to pick passwords that are hard to guess.

So, how do you choose a password that no one can hack? First of all, avoid the obvious. For example, you probably wouldn't want to use your spouse's name or your birthdate. Stay away from passwords containing strings of characters from your User-ID. Avoid technical words ("modem"), geographical words ("Florida"), common first or last names ("Tommy" or "Jones"), or words that relate to your occupation ("lawyer").

The best passwords are not real words at all. A good password might combine parts of two or more existing words; for example, "doughnut" and "pastry" could become "doughstry". Who would ever figure that one out? Another trick is to mix characters and numbers, such as "rj7vn19". Your password should be at least five or six characters long to minimize the chances of random guessing.

Be sure to memorize your password, so that you don't have to write it down any-

where. You defeat the purpose of having a well thought-out password if it's sitting in plain view for someone to see!

Another safeguard to take is to keep the option "SAFPSW" in level 4, "Configuration Options," at the default setting, "No." This will prevent new users from choosing their User-ID or the word "PASSWORD" as their password when signing up.

Two of the five BBS models are designed to restrict access to who can use your system. With the "Sign-Up Model," a first-time caller can only create a new account by entering his name, address, phone number, User-ID, and password. The BBS hangs up when he's finished.

You can approve his account later, after reviewing the signup information, or after "voice verifying" the account. You can verify someone by calling him back, and ensuring that his name, phone number, and other information are legitimate.

There are also several third-party products available that automatically call back the new user via modem to check that a given phone number is correct. Two of these are Auto Validator from High Velocity Software and Callback/Verifier from ProStar Computer Corporation.

The "Private Model" restricts BBS access to people you have already provided with a User-ID and password. Only you, as the Sysop, can create new accounts. To do so, you'll log on from the main console — use <F7> — and sign up as "new", inputting the User-IDs and passwords you want to give out to users.

Preventing physical access to the BBS computer is another security precaution you can take. There are hardware locks available to prevent unauthorized access to the computer, as well as software programs you can install, that require password entry for keyboard access. You can also store the main console in a restricted room.

Some other helpful hints: be careful whom you assign CoSysop or other restricted access to; restrict file uploads to trusted users or user classes; and check uploaded files to make sure they are legal, distributable, and virus-free. (See "Scanning Uploaded Files" on page 35.)

The adage "You can never be too careful" certainly applies to BBS security, but The Major BBS makes caution easy to implement.

Match Maker

Help your users find their perfect match with the ultimate dating registry and match maker available for you MBBS system.

Your users simply answer selected questions from the questionnaires with their preferences, and Match Maker lists the matching entries. Searches can be limited by age, sex, and match percentage. Can also be configured to allow user anonymity by allowing them to select an alias.

For the Sysop, questionnaires can be added/edited online.

Sirius Software

Voice: (307) 472-4656
BBS: (307) 472-4656



DataSafe Publications, Inc PO Box 16032 Albuquerque, NM 87191-6032
505-294-4980 Voice 505-294-5675 BBS



Accept these Major Credit Cards Online! Approved or Declined Automatically, 24Hrs/Day

VisaManTF™ - \$349

POS Dial Module for Credit/Subscription Sales

VisaManTF is the premier subscription module and the only Point-of-Sale (POS) Dial module for The Major BBS. VisaManTF accepts customer purchases online and calls the merchant network for approval before posting purchases. If the purchase is not approved, the customer is notified to try another credit card or call their bank for more information. VisaManTF is currently certified for operation with the Teleflora CreditLine Program and accepts Visa, Mastercard, American Express and Discover credit cards. This module has been extensively tested by both modem and X.25 users on DataSafe's BBS, The GaRBaGe DuMP (70 lines).

- Features -

- Accepts Visa, MasterCard, Amex & Discover
- Credit Cards are screened using the Mod 10 code.
- Must receive approval code from merchant network before posting purchases such as credits, keys and class changes.
- Requires no special hardware, VisaManTF uses any open BBS modem.
- Eliminates the need for credit card processing machines such as a ZON or TRANZ.

- Sysop Functions -

- Totals for approved and declined purchases by date range, credit card number, or UserID.
- Exclusion of credit cards you refuse to accept.
- Sysops online receive notification of transactions.
- Sysop entry for manual purchases, allows sales of items like hardware and software.
- Sysop may dial network for daily host totals.
- E-Mail receipt to the Sysop, the user, and up to 4 other users with a detail of the transaction.
- Online Validation Form, VisaManTF can optionally require new users to agree to your BBS terms and conditions.
- Name/address/phone number can be requested from the customer.
- Optional surcharge to new or current customers.
- Assign user classes and grant additional keys.

VisaMan™ \$99

VisaMan offers all the great features of VisaManTF without the automatic approval verification dialout. Plus, if you buy VisaMan today, you can upgrade to VisaManTF at a later date for the difference in price.

Omni-Mall™ - \$499

POS Dial Shopping Mall with File Distribution

New! New! New! New!

Omni-Mall is the first completely Automated Shopping Mall module for The Major BBS. Omni-Mall takes the standard features of a shopping mall module and adds DataSafe's POS Dial capability for automated credit card verification online. However, Omni-Mall is also designed to perform file and document sales/distribution. This combination of capabilities allows you to perform automated worry free sales of software, documents, and valuable electronic data with the absolute least amount of manual intervention.

- Features -

- Omni-Mall provides for multiple departments with assignable managers.
- Each department may be expanded to contain various categories of products.
- Departments can be optionally "keyed" to exclude specified customers from certain departments.
- Products may be defined as "shippable" or "downloadable" for online delivery to customers as an Email attachment.
- Product descriptions may be imported during the cleanup cycle allowing for offline entry.
- Invoice distribution to the customer, manager, sysop and maintenance log file.
- Extensive statistics are maintained to allow for historical analysis of products sales and customer purchases.

- POS Dial Features -

- POS Dial function currently supports the Teleflora CreditLine Program, FDR and VisaNetII networks.
- Omni-Mall can be configured to operate using a single merchant account for all departments or a different merchant account and data network can be specified for each department. You may also designate a department as "bill only".
- Each department may set a maximum daily purchase limit for their customers.

Omni-Mall Lite™ \$249

Omni-Mall Lite offers all the features of Omni-Mall without the automatic approval verification dialout. If you buy Omni-Mall Lite today, you can upgrade to Omni-Mall at a later date for the difference in price.

VisaManTF owners, special price offer for Omni-Mall \$249

VisaManTF, VisaMan, Omni-Mall, Omni-Mall Lite, Global Power, NovaTrek, HelpMan, and The GaRBaGe DuMP are trademarks of DataSafe Publications, Inc.

AutoRate is a trademark of DataSafe Publications, Inc. The Major BBS is a trademark of Galacticcomm, Inc. Teleflora CreditLine is a registered trademark of Teleflora. MajorNet and MailLink are trademarks of ProStar Computer Corporation.

Global Power™ New! \$99

Global Power sets the NEW standard in global command modules by giving you the most extensive set of global commands available for The Major BBS. In addition to all the "typical" commands, you get the following:

- Sysop commands including class switching, key assignments, credit posting & more without pre-loading of UserIDs.
- Users can change their passwords globally.
- Users can change teleconference entrance and exit messages globally.
- Each individual global command may be keyed
- 5 ANSI graphic screens (flowers, greetings, etc.) broadcast to users (surcharge optional)

NovaTrek™ New! \$99



NovaTrek is a full screen ANSI space game (formerly Galtitrek) which has been significantly upgraded to put more sysop control in the game. New configurable features include number of planets, players and aliens plus ship and alien specifications.

In NovaTrek, you become the Captain of a spaceship and recruit a crew to scour the galaxy for uncharted planets, dangerous aliens, starbases and adventure!

HelpMan™ * \$49



HelpMan scans your BBS sub-directory for the help files provided with MBBS/TPD modules and lets your users display them online. Plus, you can add your own custom help files!

BBS Lister Bonus Pack \$69

Two listers for the price of one! The BBS Lister allows you to maintain up to 10 independent BBS Lists on your Major BBS at the same time. You can set up local, state, national & support lists. Plus you get the "MajorNet Edition" as a bonus, which is updated online using MailLink.

X.25 Consultation, Services & Utilities

DataSafe runs The GaRBaGe DuMP BBS making extensive use of X.25 equipment for its own private and national leased network. Now you can put our expertise to work for you using our X.25 consulting services. Dean Kerl, a recognized industry expert at connecting BBSs and X.25 networks, is ready to review your X.25 needs and design your network.

*ADP Phone Lister \$99

This utility makes the node list for the ADP AutoNet available online to your callers with state & area code search capabilities.

AutoRate™ New! \$99

With AutoRate you can vary credit usage rates based on channel group, day of week, & time of day. Plus you can switch user classes by channel group.

Sounds GREAT!
But how do I accept
credit cards on my
own BBS?



Teleflora CreditLine®

In order to accept credit cards on your BBS you will need to secure a merchant account. Many banks and merchant account vendors don't understand BBSs and how they operate. They either refuse merchant accounts to BBS operators or charge high rates for their services. Teleflora on the other hand knows BBSs and wants your business. As a representative for Teleflora, DataSafe can help you secure a merchant account. Give us a call today for a Teleflora application.

DataSafe Publications, Inc. - A Platinum TPD

DataSafe is a multifaceted, privately held corporation which has been operating in the communications industry since 1990. DataSafe's initial service to the online community was the highly successful GaRBaGe DuMP BBS. Efforts to customize our own BBS lead DataSafe into becoming a Third Party Developer (TPD) for The Major BBS marketplace and a Galacticomm Dealer. As a Platinum TPD for The Major BBS, DataSafe has introduced some of the most innovative products available for The Major BBS. Since DataSafe's roots come from operating a BBS for profit, we have always kept the profitable BBS in mind when developing products. The core of DataSafe's development team consists of Simon Clement and Larry Fox. Simon and Larry are both professional, degreed engineers who persistently strive to develop efficient, easy to use, cost effective solutions to problems with their software designs. The combination of our experience operating a BBS, professional engineering staff and X.25 networking expertise makes DataSafe the ideal candidate to solve your toughest problems. Call us with your special system requirements and let us provide you with the cost effective solution.

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PO Box 16032 Albuquerque, NM 87191-6032

505-294-4980 Voice 505-294-5675 BBS

ChatLink!

The National SuperTeleconference™ Add-On For The Major BBS

Instantly Add 1,361 Lines To Your System!

ChatLink connects your system to our "hub" where Major BBS's from across the country are already linked. Instantly your teleconference becomes nationwide! Users on your system interact and chat with those on all other linked systems.

- ChatLink will put *100-250 users from across the nation in your teleconference every night!* No other link software comes close!
- *Zero Learning Curve* for your users. ChatLink is the only link software that works right out of regular teleconference (or a channel you designate) and utilizes the standard teleconference commands your customers are already familiar with such as *scan, whisper, etc.*
- Fully automated. ChatLink's exclusive *AutoScheduler™* reliably links your system on the days and times you configure. Sysop presence is never required.
- Uses proven Hub and Spoke technology for simplicity and maximum reliability.
- Inexpensive! ChatLink uses SprintNet's high-speed, low-cost X.25 network; the same net used by many Fortune 500 companies. Your entire link cost is just \$3/hour (with volume discounts as low as \$2/hour).
- Toll-free tech support. ChatLink is the only link software to offer a toll free 1-800 number.
- Long-term X.25 experience. We invented Hub and Spoke technology, and ChatLink has been in operation for years!

Until September 30th, We're

**Order ChatLink for Just \$150 (regularly \$250)
and Receive \$150 in Free Link Hours
When You Select Any Discount Link Package**

For More Information Call For a Detailed Brochure

**ORDER 24
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Finally! Seamless E-mail and File transfers between Major BBS's

Introducing NetACCESS™!

NetACCESS is the most advanced mail package available for The Major BBS. NetACCESS uses your local high-speed SprintNet access number to link your BBS to our Mail Server, connecting your system to thousands of users across the nation!

- Effortlessly transfers **files** along with E-mail and Forum messages in the background.
- Built-in compression of all messages using the industry standard ZIP compression algorithms by PKware.
- A turn-key forum network like FIDO or RelayNet. Easily receive or broadcast forum messages to other systems.
- *Forum Usage Monitor™* Displays usage of every Forum on your system in hours, both monthly and over Forum lifetime.
- Total control over incoming messages! Effortlessly squelch undesirable messages from individual users or entire BBS's.
- Uses proven Hub and Spoke technology for simplicity and maximum reliability. Just plug in to fully automated mail and file transfers!
- Toll-free tech support. NetACCESS is the only mail software to offer a toll free 1-800 number.
- To avoid expensive long distance, NetACCESS uses SprintNet's high-speed, low-cost X.25 network; the same net used by many Fortune 500 companies. Your total link cost is just \$3/hour (with volume discounts as low as \$2/hour).

Making Two Incredible Offers:

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HOURS

8-4565



NetACCESS

BCI InfoNet Demonstrates that Creativity in Marketing Pays Off

*By Dihan Rosenburg
Staff Writer*

The key to successful marketing is finding an unfilled need and positioning your product as the best way to fill that need.

Ron Celner of BCI InfoNet has effectively used this marketing strategy to keep his BBS's phones ringing. This innovative Sysop has targeted seniors, grocers, and discount stores to expand his BBS base.

Most of us wouldn't think of seniors as a marketing niche for BBSes — after all, young people are usually thought to be the ones most comfortable with computers. However, Ron found seniors to be ideal BBS users.

"Seniors have many needs which can be met with BBSes," Ron said. "Often, they have a handicap or some physical disability preventing them from getting out into society. BBSes provide a way for them to interact with others in the comfort of their home. Elderly adults can make friends, shop for

groceries, meet future spouses at the match-making forum, and more."

Any business that wants to continue to grow shouldn't overlook seniors. By the end of this decade, there will be a larger population of adults over the age of 55 than in the popular 18 to 34-year-old age group.

To attract seniors to his BBS, Ron installed computers at 30 nursing homes. He installed the RIPscrip Add-on Option to give the BBS a mouse-driven graphical user interface that makes his BBS more user-friendly. Residents pay \$9 per month to subscribe. "Seniors love BCI InfoNet," Ron said. "It's opening up a new world for them."

Grocery stores also target seniors. Since many seniors have limited mobility, they're the ones most likely to use home delivery, a value-added service many grocers offer.

When supermarkets learned they could offer elderly adults online order entry via Ron's BBS, they were eager to participate. Ron already has 12 stores paying an average of \$1,200 per month for space on BCI InfoNet. Ron input the stores' inventories

into his BBS. With the Shopping Mall Add-on Option, Ron's BBS subscribers see what they want, get a total of what their groceries will cost, and place their order.

To reach other groups of users, Ron targeted discount clubs that sell computers. In talking to these clubs, he used RIPterm as a marketing device. RIPterm is the public domain software that enables the user's terminal to display RIPscrip graphics. He shrink-wrapped a RIPterm disk, along with an offer for demo time on his BBS. He also provided instructions on installing a modem.

Ron persuaded the discount clubs to give these disk packages as free gifts to computer customers. The stores are also using Ron's BBS for technical support. Customers can call the BBS with questions about their computers or names of friends interested in purchasing a computer.

With the seniors, grocers, and discount store customers, Ron has seen his user base quickly expand. That's all it takes — to discover a need, and have the marketing savvy to fill the gap.



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Also Available for your BBS:

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This great feature allows your users to research 13,000+ hotels, inns, motels and other lodging all across the United States.

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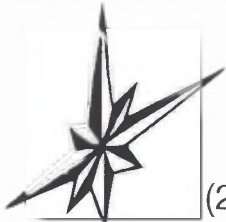
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See product descriptions elsewhere in this magazine, or call for more information.



ProStar Computer Corporation

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BSI Alternate Language Add-ons: Tackle the foreign market! Start selling and supporting your products on an international level with BSI Technologies' Alternate Language Add-on Options. Allow your users dialing in to access the BBS in their native language. Each add-on option includes all text presented to the user contained in the baseline package of The Major BBS, translated into their native language by experienced Sysops, who are running their own BBS. We've just released the BSI Technologies French Language Add-on Option (\$249). Look for Greek, Czechoslovakian and Turkish Language Add-on Options in the near future. Our translators are hard at work on many other languages; watch the /Ads forum on the Galacticomm Demo System for new releases. Also check out our shareware language add-ons - Jive and Valley Girl available for download on BSI Tech BBS, CompuServe (IBMBBS), and the Galacticomm Demo System.



BSI Mail Manager (Offline Utility): Private E-mail on your system is meant to be private. But for those times when knowing what is going on on your system is important, BSI Mail Manager (\$99) is something no Sysop should be without. Dump all your E-mail messages to a standard .DBF database file every night at cleanup. With the included FoxPro runtime application, you can sort mail by sender and recipient, and keyword searching capabilities are built in.

Mall

BSI Mail Manager (Offline Utility - Requires Shopping Mall Add-on Option by Galacticomm): Running your own online shopping mall has never been this easy. BSI Mail Manager (\$79) allows you to create and maintain merchant accounts. You can add inventory offline using an easy to understand database program written in FoxPro. You can assign global price changes throughout the mall. Complete importing and exporting utilities for your shopping mall data files are included. It also includes a utility for printing your own catalogs using information contained within your shopping mall. And since all data created using BSI Mail Manager is stored in a standard .DBF file, you can import this information into your favorite database program for custom manipulation.

BSI Stat Manager: THE total statistical analysis package for The Major BBS. Use BSI Stat Manager (\$199) not only to receive statistical information; use it to track non-fatal GP's and generate mailing lists. You can also use BSI Stat Manager to assist you in locating hardware/modem/phone line problems using our detailed file uploading and downloading reports. Let BSI Stat Manager handle all your BBS' informational needs.

Sirius Software:

AMS DOS Shell:	\$ 95.00
Line Monitor:	\$ 45.00
Online Employment:	\$ 145.00
Match Maker:	\$ 145.00
Chat On Demand:	\$ 95.00

Hardware Specials:

U.S. Robotics Sportster 14.4:	\$ 205.00
Maxtor 245 mb IDE 13ms:	\$ 385.00
Maxtor 1.7 gb SCSI-II 13 ms:	\$ 1,389.00
Maynard 250 mb Tape Backup:	\$ 210.00
Mitsumi CD-Rom 300 ms:	\$ 210.00

ProStar:

MailLink:	\$ 139.00
InterLink:	\$ 139.00
Command Center:	\$ 95.00
PC Watchdog:	\$ 95.00
ProSECURE:	\$ 45.00

Here at BSI Technologies, we're committed to the business development side of the BBS market. We're members of both the Microsoft Consultants Alliance and the Microsoft Developers Alliance. We are a Platinum level third party developer and one of the largest authorized resellers of products for The Major BBS. Our main goal is to provide you with first class products and support. There is no reason to sacrifice service for lower prices, because we will match any competitors' advertised price. We're leading the field with our twenty-four hour emergency support hotline. We can design complete turnkey systems, and we are authorized dealers for many large hardware manufacturers, such as US Robotics and AST. We offer training in our facilities or on-site. Let us transform your group of office professionals into confident BBS experts. Look to BSI Technologies to solve all your telecommunications and PC needs. Our office hours are Monday through Friday from 8:30 AM to 5:30 PM EST. Call for our free catalog or to have your name and fax number added to our database to receive our Tips & Tricks Fax Newsletter.



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Call into Any of These Systems with *RIP term* to Check Out Their Awesome Graphics!

BBS Name	BBS #	BBS Name	BBS #
The Crafts Board	205/339-0722	The Tech-Exchange	708/529-0081
Milliway's	205/956-5760	AST Research, Inc.	714/727-4723
ZBeast	207/856-7186	The Realty Network	714/969-9624
Access New York	212/580-6473	The Promised Land	715/387-1339
The Funhouse BBS	215/921-3069	The Party Line BBS	717/868-8017
ONIX	215/992-1720	The Micro Kingdom	718/231-0112
Empty Spaces BBS	216/327-8803	E-Box Electronic Postal Service	800/362-1612
Online @ the FORT	219/422-0021	FUBAR	805/543-8227
The Online Shopper BBS	305/966-3354	Gaiasys	805/683-6744
Enter Quest of St. Louis	314/741-4200	Durand Communications Network	805/964-2833
Q-Net Network BBS	317/677-8851	Argus CBIS	813/920-0651
The Computer Mgmt. Center BBS	406/731-2503	BCI InfoNet	815/636-2702
Dragon World	407/487-9355	The Lion's Share	815/933-0015
Infinite Space Online	407/856-0021	The Bare Facts BBS	817/429-2667
The Crystal Barrier BBS	414/457-8398	Annex! BBS	818/786-5600
Fun University Network	415/327-4591	Atlantis, the Lost BBS	818/859-6200
Continental On-line	416/858-4400	LiveWire BBS	819/682-6969
ImageWorld Online	501/623-2286	CCO BBS	904/376-6480
PC Solutions	503/440-4599	The Underground	908/914-2221
Adventures Unlimited	504/455-5986	Comlink BBS	909/880-6120
Empyrean Plains	606/272-6696	The Image Center	914/693-9100
Stealth BBS	608/365-1522	The Apple-Wize BBS	914/793-1168
Scoop BBS	619/449-8439	STER BBS	+31/1880-40035

LONG DISTANCE COSTS GOT YOU DOWN? THEN GET YOUR LONG DISTANCE COSTS DOWN!

If you are paying more than 11.8 cents per minute 5pm to 8am weekdays and all day on weekends, or more than 15.0 cents per minute 8am to 5pm weekdays, then you are paying too much for your out of state calls! We can also provide you with low in-state long distance rates, but the in-state rates vary from state to state.

Ask us for a quote for your state!

These low rates are available for BOTH your modem and your voice calls as a replacement for your current "dial 1" long distance telephone service.

Think how much you will save on your calls to your MajorNet or Internet provider!

If you remarket this service to the long distance subscribers of your BBS, you can obtain a commission on every long distance call they make, both modem AND voice!



If you are using a long distance service that is less expensive, tell us about it! We should be able to obtain a rate that will match or beat your present provider!

For more information on these low cost long distance phone rates, call Ray Burns at 714-996-9999 x231, or send e-mail to: ray@lib (MajorNet), ray@liberty.com (internet), or just log onto our system at 714-996-7777 and type /GO DIAL1.

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Your Gateway to the World of The Major BBS



MailLink Features

- Unattended Mail Transfers, Both Private and Public
- Real Time Background Operation, NO System Shutdowns
- Public Newsgroups/Forums • National Support Newsgroups
- Supports v5.31 and v6 • Auto Scheduler for 100% Hands-off Operation

Introducing MajorNet

To utilize MailLink to it's fullest, we have established MajorNet, the first public newsgroup "SIG/Forum" message and private E-Mail transfer network specifically for the Major BBS.

MajorNet is a worldwide network with hundreds of public newsgroups and support forums available to any BBS using the MailLink software. Dozens of national corporations including Galacticom use MajorNet as a platform for product support, allowing for local access by sysops and customers. This saves greatly on long distance costs. MajorNet requires MailLink and is open to all Major BBS sysops.

ProStar Computer Corporation is pleased to announce what we feel is the most important product ever offered for the Major BBS: MailLink! MailLink allows for 100% unattended private mail and public forum transfers for system to system, in the background, with no system shutdowns or external programs.

With the use of MailLink, your system can become part of the growing Major BBS netmail community. Corporations can use MailLink along with The Major BBS to form their own private mail network, without the use of an expensive MHS network. National/International support forums can also be formed and "echoed" on any and all Major BBS systems worldwide. Regional "mini networks" can be formed, schools can be linked together, and an endless choice of other possibilities.

Join hundreds of Major BBS systems enjoying the ease of 100% unattended mail transfers around the USA and the world.

Along with MailLink, we will soon be offering FileLink_{TM} which will offer FTP style file transfers between systems with "crash" ability as well as timed and multi-file transfers.

\$149.00 MailLink Stand-alone \$79.00 to holders of an InterLink License

InterLink (v2)

Additional Feature Lists, InterLink and Products

InterLink, the software that started it all by offering the first link-up/game play module gets even better! Version 2 offers many additional enhanced and unique features.

InterLink allows you to call any other InterLink system for instant link-up and game play. There is no need to call a hub and pay as much as \$3.00 per hour just to link. InterLink allows for use of long distance dialing services such as PC Pursuit or our own national X.25 network. Local, Regional and National links can be formed at any time.

Features

- **100% Online operation** - After you have configured it once, there is never any need to take your system down to perform ANY maintenance tasks...
- Includes out-dialing features to manage the connection aspects of InterLink. It allows the system operator to have a script file detailing timed links - so the system may connect and disconnect with other InterLinked systems at prearranged times, either calling direct or over X.25 networks - completely unattended! See *additional features* for

more information...

- As part of the ability to GameLink, special games, including "SPLAT! The PaintBall Game v2" enable members of one system to play against the members of another InterLinked system, in real-time team-style scenarios!

InterLink is just \$149.00, including "SPLAT! The PaintBall Game v2". The upgrade to Interlink v2 from the original or "interim" release versions is \$19, and the upgrade is *free* if the product was purchased on or after June 1st, 1992.

Error corrected link protocol, ensuring 99.8% transmission reliability - no lost messages.

InterLink - Dialing portion - Main DLL Callout scheduler similar to that found in MailLink.

Script file support (a'la MailLink) for any x.25 network.

Schedule calls to occur on certain days of the week at certain times.

Attempt to call for a set number of minutes.

After connection, disconnect after a set number of minutes.

Configure starting/ending dialout lines online.

Surcharge users using the link a minimum additional amount of credits (as long as your call is connected).

InterLink - Teleconferencing.

Private messages - send/receive with all other users on link

LinkList - list users on other systems who aren't in InterLink!

LinkPages - bug users on other

systems who aren't in InterLink!

Action commands - uses its own as well as any and all found in your GALETL.MSG file or other action packages

Unique profanity filter - filters out profanity from other systems as well as your own, fully configurable

Unlimited number of private channels, with user-settable topics

User-Private channels, for security, and user-settable topics

On-Line user lists, instantly see who else is there with you.

No waiting for systems to give you their lists.

On-Line channel lists, instantly see what channels everyone is on.

On-Line system lists, instantly see details of other systems currently on the network link

Optionally converse globally, from anywhere on the system - no need to actually be in the InterLink

conference module to enjoy the link, exactly as if you were there!



ProStar Computer Corporation

3702 West Valley Hwy N. #202 Auburn, WA 98001

(206) 859-8653 Voice

(206) 859-8671 Fax

(206) 351-0561 Demo BBS

InterLink, GameLink, "SPLAT! The PaintBall Game", MailLink, FileLink, Link Commander, this release and all documentation to above software are Copyright © 1991, 1992, 1993 by ProStar Software, Inc.

Seal of Approval Update



Here is the current list of the third-party products which have received the Seal of Approval from Galacticomm (as of the date this publication went to press). These products have been proven reliable, easy to install and configure, and compatible with Version 6.1 of The Major BBS. The documentation, customer support, and online user-interface are also excellent.

Galacticomm is proud to award this seal for third-party software that subscribes to the same exacting standards we demand of our own products. We look forward to receiving more exceptional products from all third-party developers in the future. TPDs — give us a call here at (305) 583-5990 and ask for Ken Nash; he can give you details on what benefits the Seal of Approval provides.

For the most up-to-date list, call our Demo System at (305) 583-7808 or The Grid at (305) 321-2410 and type /GO SOALIST.

Add-On Product	Version	Developer
French Language Add-on	v1.3	BSI Technologies
Jive Language Add-on	v1.2	BSI Technologies
Valley Language Add-on	v1.2	BSI Technologies
HelpMan	v1.00	DataSafe Publications
ADP Phone Lister	v1.00	DataSafe Publications
StoryLand	v2.0	Digital Consulting Services
DC Classifieds	v1.0	Durand Communications
Auto Validator	v1.12a	High Velocity Software
Crossroads of the Elements	v1.00g	High Velocity Software
Global Destruction	v1.00	High Velocity Software

Add-On Product	Version	Developer
HV Utilities	v1.00b	High Velocity Software
Major Goose	v1.00d	High Velocity Software
Newsroom	v1.10	High Velocity Software
Sysop Notepad	v1.00a	High Velocity Software
Text File Editor	v1.10	High Velocity Software
Online! News Service	v1.1	Online! Computer Info Svcs.
Online! Sports Headline News	v1.1	Online! Computer Info Svcs.
German Language Add-on	v1.0	Online Store
Spanish Language Add-on	v1.0	Online Store

LANTastic 5.0 Works with V6.1

Version 6.1 of The Major BBS successfully completed Artisoft's "LANTastic/AI Compatibility Test" in July. LANTastic doesn't offer the same LAN access capability with the BBS that Novell NetWare does, but the two products can beautifully coexist on your network.

Toss annoying users in the slammer!



The ideal way to gently correct a user without alienating and angering them. Some actually *like* to be sent up the river. The registered version lets prisoners escape through a multi-room dungeon!

The Major Jail

Jail is **FREE!** - download it from our BBS at (301) 498-6183

ProStar Computer Corporation Discount Coupon

\$25.00 off the purchase of any individual ProStar software package

Limit: 1 coupon per software package. Coupon must be sent or faxed to ProStar at time of order. Offer good through 12/31/93

A BBS Reg # _____

Digiboards Supported in Latest Release

by Scott J. Brinker
President/CEO

You asked for it, you got it! Version 6.12 of The Major BBS now supports other non-intelligent, multi-port serial cards, such as Digiboards and Boca Research products.

Previously, these cards could only be used with The Major BBS if you dedicated one channel group for each individual port on the card. Since there are only eight channels groups, you could only support up to eight simultaneous users with a Digiboard.

The GalactiBoard and the GalactiBox, however, would let you "stack" a bunch of channels in one group. This wasn't possible with other hardware, because they didn't use the same I/O address offsets for their ports.

But now, with Version 6.12, there is a new configuration option in each channel group ("Hardware Setup" from the Introductory Menu) that lets you specify the offset of stacked channels for that group. Now you *can* have eight Digiboard channels in a single channel group, freeing up the other seven groups for other modem hardware, LAN channels, or an X.25 card.

(Consult your particular card's manual to find out the offset between each of its ports.)

If you're buying new hardware, it's still less expensive to go with the GalactiBoard because it includes 16550 UARTs and all the serial cabling. But, if you've got a Digiboard or two lying around, you can now plug 'em in and put 'em to work.



List of Third-Party Developers

A-Z Computer Solutions

197 Duncan Drive
Fort McMurray, AB, Canada, T9K 1C2
Sales/Support: (403) 743-0204
BBS: (403) 743-8646

Ark-tec Systems, Inc.

1080 Tapscott Road, Unit 1
Toronto, ON, Canada, M1X 1E7
Voice: (416) 292-7705
Fax: (416) 292-8798
BBS: (416) 292-8757

BSI Technologies

9498 Griffin Road
Ft. Lauderdale, FL 33328
Voice: (305) 434-0189
Fax: (305) 434-7116
BBS: (305) 434-5619

Bush Consulting

Route 2, Box 347-A
Kosciusko, MS 39090
Voice: (601) 289-4053

Community News Service

1155 Kelly Johnson Boulevard, Suite 400
Colorado Springs, CO 80920
Voice: (719) 592-1240
Fax: (719) 592-1201
BBS: (719) 520-5000

Computel

610-1701 Kilborn Avenue
Ottawa, ON, Canada, K1H 6M8
Voice: (613) 731-0919

Cool Bear Software

18627 Brookhurst Avenue, Suite 102
Fountain Valley, CA, 92708
Voice: (714) 965-1599

Corbin 22 Limited

4414 Forest Hills Lane
Kalamazoo, MI 49006
Voice: (616) 372-4628
BBS: (616) 384-6065

CovyWare

16458 Bolsa Chica, #15
Huntington Beach, CA 92649
Voice: (714) 846-4179
Fax: (714) 846-4189
BBS: (714) 840-3520

Crystal Vision, Inc.

15260 Mimosa Trail
Dumfries, VA 22026
Voice: (703) 680-4733
BBS: (703) 680-4623

Cyberspace

3018 Peakheath SW
Wyoming, MI 49509
Voice: (616) 698-2891
BBS: (616) 791-0488
Cell 454 7800

DataSafe Publications

P.O. Box 16032
Albuquerque, NM 87191
Voice: (505) 294-4980
BBS: (505) 294-5675

Digital Business Communications

2707 West Carmen
Milwaukee, WI 53209
Voice: (414) 463-6027

Digital Consulting Services

P.O. Box 2142
Secaucus, NJ 07094
Voice: (800) 899-2002
Fax: (201) 865-4820
BBS: (201) 865-1783

Digitel, Inc.

213 Mayfair Drive North
Brooklyn, NY 11234
Voice: (718) 241-6619

Durand Communications

5276 Hollister Avenue, Suite 405
Santa Barbara, CA 93111
Voice: (805) 964-4899
Fax: (805) 683-7690
BBS: (805) 964-2833

East Side Computing

15 Central Way, #384
Kirkland, WA 98033
Voice: (206) 828-0522
BBS: (206) 889-2428

The Emerald Palace BBS

5975 NW 25 Court
Sunrise, FL 33313
Voice: (305) 572-6655
BBS: (305) 572-3475

Excalibur! Software

58 Yorktown Road
Mountain Top, PA 18707
Voice: (717) 868-8017
BBS: (717) 868-5435

Farwest BBS

P.O. Box 8389
Victoria, BC, Canada V8W 3R9
Voice & Fax: (604) 381-6462
BBS: (604) 381-3934

Gaiasys

2229 E. McDowell, Suite 3
Phoenix, AZ 85022
Orders/Info: (800) 572-5582
BBS: (602) 220-0001

Galactilink BBS

536 Lexington Avenue
Mansfield, OH 44907
Voice: (419) 756-9119
BBS: (419) 774-0969

Heart of Gold Software

1349 Deeplawn Drive
Diamond Bar, CA 91765
Voice: (909) 860-1170

High Velocity Software, Inc.

2229 E. McDowell, Suite 3
Phoenix, AZ 85022
Orders/Info: (800) 572-5582
BBS: (602) 220-0001

HighWater Mark BBS

P.O. Box 1386
Highland Park, NJ 08904
Fax: (908) 828-0949
BBS: (908) 249-2263

Hob Tech

P.O. Box 61352
St. Petersburg, FL 33784
Voice: (813) 525-5116

Infinetwork

P.O. Box 1241
Laurel, MD 20725
Voice: (301) 498-6352
BBS: (301) 498-6183

List of Third-Party Developers (cont'd. from page 22)

Jabberwocky

5119 Edmondson Avenue
Baltimore, MD 21229
Voice: (410) 945-4845
BBS: (301) 498-6183

JagWare

8039 Callaghan, #209
San Antonio, TX 78230
Voice: (210) 341-3768

Link Line Communications

P.O. Box 208
West Seneca, NY 14224
Voice: (716) 823-1277
BBS: (716) 823-1409

Logical Systems International Inc. Division of BBS Operations

P.O. Box 84
Beltsville, MD 20704
Voice: (202) 943-5613
Fax & BBS: (202) 595-5776

Logicom, Inc.

5701 Pine Island Road, Suite 312
Tamarac, FL 33321
Voice: (305) 726-3868
Fax: (305) 726-3748
BBS: (305) 726-3849

M.B. Murdock & Associates

P.O. Box 2194
Pinellas Park, FL 34665
Voice: (813) 545-8050
BBS: (813) 541-5876

MLP Associates

P.O. Box 96
Ardsley, NY 10522
Voice: (914) 693-1520
Fax: (914) 693-0819
BBS: (914) 693-9100

The Mages Inn

4326 South 26th Street
Omaha, NE 68107
Voice: (402) 731-3498
BBS: (402) 734-4748

MagiComm, Inc.

903 East New Haven Avenue
Melbourne, FL 32901
Voice: (407) 728-7448
Fax: (407) 727-2715
BBS: (407) 724-1226

MajorSoft

4981 Highway 7 East, Unit 12A-270
Markham, Ontario, Canada L3R 1N1
Voice: (800) 567-6270
Fax & BBS: (416) 477-7053

Master Designs Publishing

1722 South Glenstone, Suite JJ
Springfield, MO 65804
Voice: (417) 886-9795
Fax: (417) 886-3207

Mountain Rose Multi Media

Kikkerveen 331, 3205 XC Spijkenisse
The Netherlands
Voice: +(31) 1880-33083
Fax: +(31) 1880-41551
BBS: +(31) 1880-40035

Online Computer Information Services

3037 Beacon Drive
Roanoke, VA 24018
Voice: (703) 774-6519
Fax: (703) 776-0336
BBS: (703) 774-0842

Online Store

Vorarlbergerstr.10
Schaanwald, Liechtenstein FL-9486
Voice: +41/75-3736677
Fax: +41/75-3736660
BBS: +41/75-3736680

Parallax Development Corp.

17531 91 Street
Edmonton, AB, Canada T5Z 2M1
Voice: (403) 476-8369
Fax: (403) 476-8107
BBS: (403) 449-9199

Phoenix Resource Technologies, Inc.

2122 Funston Street
Hollywood, FL 33020
Voice: (305) 925-1373
Fax: (305) 925-6585
BBS: (305) 925-1377

ProStar Computer Corporation

3702 West Valley Highway, #202
Auburn, WA 98001
Voice: (206) 859-8653
Fax: (206) 859-8671
BBS: (206) 351-0561

Public Data Network

P.O. Box 15
Grants Pass, OR 97526
Voice: (800) 788-4565
BBS: (503) 476-6578

Sirius Software Development

1049 Cardiff
Casper, WY 82609
Voice: (307) 237-0065
BBS: (307) 472-4656

Softworks International, Inc.

1901 S. Harbor City Blvd., Suite 800
Melbourne, FL 32901
Voice: (800) 882-1511
Fax: (407) 952-0674
BBS: (407) 723-5342

Starphire Electronics

P.O. Box 12215
Clearwater, FL 34616
Voice: (813) 441-2958
BBS: (813) 541-5876

Studio 5 Liguria SRL

Via Papa Giovanni XXIII 162/1
Albenga (Sv), Italy 17031
Voice: +39/182-543977
Fax: +39/182-543977
BBS: +39/182-544965

Technical Magic

26090-72 Robertson Road
Nepean, ON, Canada K2H 5Y8
Voice: (613) 596-4951
Fax: (613) 596-3304
BBS: (613) 596-9992

Tessier Technologies Inc.

1876 N. University Drive, Suite 200
Plantation, FL 33322
Voice: (305) 473-5525
Fax: (305) 473-2122
BBS: (305) 473-2000

Wilderland Software

West 330 South 8084, Country Lane
Mukwonago, WI 53149
Voice: (414) 392-9700
BBS: (414) 896-2660

Note: Listings of third-party developers that appear in color have advertisements in this issue.

High Velocity Software
Presents

TradeWars 2002

Trade Wars 2002, possibly the single most popular BBS game of all time, is warping onto The Major BBS this Fall! High Velocity Software is working in conjunction with Martech Software to bring this immortal game into a full multi-user version that will keep your users captivated for light-years!

In addition to features like multiple strategy levels, powerful corporations, customizable hardware, vengeful alien races, formidable planetary citadels, the infamous underground, and the over-bearing federation, Trade Wars 2002 v2

will add multiple ships per player, transport beaming, real-time multi-user interaction, navigational hazards, the legendary computer upgrade, and many more new secrets!

Trade Wars 2002 v2 will offer many new features requested by Trade Wars 2002 players over the years, including an expanded universe of up to 5000 sectors.

Give High Velocity Software a call for more information! This is one game you are NOT going to want to miss!

Crossroads of the Elements - \$250.00

Crossroads is an interactive, text based fantasy game that will give your users hundreds of hours of play! Over 750 rooms for players to explore, divided into the four elemental realms, and a "neutral" area! Over 30 spells for each element, ranging from simple combat, to true monster summoning, to jinxing and cursing other players! More than 600 monsters of 150 different types actually move about the game and will pick up and deposit treasures, buy and sell items, initiate combat with users, and even speak and tell stories! Over 150 different items, many of which can be invoked for a magical effect varying from teleportation to area-effect explosions! Sysop can create special quest objects to keep users interested and keep the game active! Lightning bolt tossing deities, cursed Kings, rumbling volcanoes, player-gulping whales, insidious traps, smoke-filled pubs, acid-spitting slugs, and TONS more! This game has everything to keep the die-hard adventurer happy for ages!

Global Destruction - \$125.00

Sure, the cold war is over - but now everybody and his dog has nuclear capability! Players square off against other users and ruthless computer opponents in a familiar, Teleconference-like environment filled with missiles, anti-missiles, jet fighters, bombers, spies, propaganda, secrets, brainwashing, and more radiation than any other Major BBS game! Extensive help and ANSI screens, as well as plenty of configuration for the sysop make this game a real "boom" on any system.

Auto Validator - \$60.00

Verify your users' sign-up information through a completely transparent validation process by phone or mail! Checks for bad numbers and multiple handles per phone number, switches user's class or posts credits, and many other features.

The Newsroom - \$80.00

Write news articles, systems announcements, and other messages for your users to receive the next time they log on. Attach each message to a specific key, so the message will only be displayed to users who possess that key.

Form Editor - \$75.00

Use intelligent mail merge capabilities to send personalized, professional looking messages to groups of users.

Sysop Notepad - \$125.00

A dynamic information manager designed to help you track information on your users. 100% on-line configurable!

High Velocity Utilities - \$100.00

Extended credit transfers, fortune cookies, profanity filter, system broadcasts, and more!

Text File Editor - \$30.00

Remotely edit text files on the BBS computer using the E-mail editor.

Major Goose - \$100.00

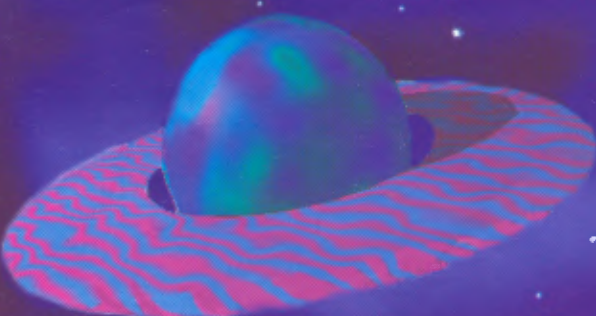
Users can make up to 20 "choose your own adventure" stories on-line! Each story has its own moderator and access key, and can even allow anonymous posting! Users decide what "actions" lead to new pages, and then other users can pick up each action and write what happens next.

All of these products carry the GALACTICOMM SEAL OF APPROVAL, with the exception of TradeWars 2002 and the Form Editor due to the late release of these items.

Consulting -

High Velocity Software also offers integration and customization services. As a Galacticom Platinum Third-Party Developer with several years of experience both programming and operating a Major BBS, we have the tools and expertise to take your idea through all stages of development, from design to product. If you're looking for a piece of software to suit a specific need but can't find it anywhere, give us a call. If we can't refer you to an existing product, we'll work with you to build it from the ground up!

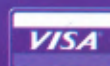
High Velocity Software is a small software development company located in Phoenix, Arizona, striving to produce the same high quality software that we look for when we put something on our own BBS, The Rock Garden. Our specialty is custom programming for The Major BBS. We also have a wide range of programming experience with PC-based applications. If you would like more information on our company or our products, give us a call and we will be happy to answer your questions or send you out a free catalog!



High Velocity Software, Inc.

2229 E. McDowell Rd, Suite #2
Phoenix, Arizona 85006

Ordering info.....1-800-572-5582
Technical support.....1-602-267-9434
The Rock Garden BBS.....1-602-220-0001



Transferring Macintosh Files Over The Major BBS

By Ken Nash
Technical Support Manager


One question Sysops frequently ask is whether The Major BBS can support Macintosh files. The answer is yes! When you upload a Mac file to your BBS, the file is copied onto the hard drive. Your PC can't read the file, or modify it in any way — but it can store it. If a user calls into the BBS with a Mac, he can download Mac files directly to his machine.

Problems might arise if you try to move the file from the hard drive to your DOS network or onto a floppy diskette. When you do this, you could lose the "resource fork,"

which is the part of the file that contains information used by an application, such as menus, fonts, and icons. The resource fork also contains information for executable files.

If the resource fork does get changed, the icon which appears on the Mac will probably change also. Don't worry though — the file isn't damaged in any way. All you need to do is use a program on the Mac, such as Norton's Disk Editor or ResEdit, to modify the resource fork back to its original state. The two items that need to be corrected are the "TYPE" and the "CREATOR" information. For example, a Quark XPress 3.1 document has the file type listed as "XDOC" and the file creator as "XPR3." If

you don't know the type and creator for a specific file, load up a similar file from the same application in Disk Editor and use that information. After changing these two items, the files will be recognizable again.

We have a Macintosh on our Novell LAN here in the Galacticomm office. We've successfully transferred Mac files from the Mac to the BBS and back again, without any problem, as long as we upload them and download them directly from the Mac. When we get the LAN involved, it does take one extra step to get things back on track. That step takes only seconds though, and the overall time and effort saved is worth it. 

Master Designs Publishing presents two utilities that Galacticomm forgot!...

Variable Credit Consumption allows you to set up to six distinct key activated discount/surcharge periods based on time and day of the week.

\$49.95 without source code

\$99.95 with source code

Baud Lock allows you to require minimum baud rates by channel group. On-line editor allows you to temporarily change any setting you desire!

\$29.95 without source code

source code not distributed



Call for more info or to order today!
Monday through Friday 10am to 4pm
(417) 886-9795



ProStar Computer Corporation Discount Coupon

**\$25.00 off the purchase of any individual
ProStar software package**

Limit: 1 coupon per software package. Coupon must be sent or faxed to ProStar at time of order. Offer good through 12/31/93
B BBS Reg # _____

The Major BBS in Colombia

By J. Dario Alvarez
DATACENTRUM LTD


Five of the 24 major banks in Colombia, South America, use The Major BBS as their primary means of communication between their branch offices and their headquarters in Bogota. Branches send and receive financial transaction files, accounting and money statements, balance listings, transactions from other offices, and software updates.

The Caja Popular Cooperative, a financial institution, is using The Major BBS as a host for its On-Line Financial System, allowing the customers to cash checks all around the country at any of its 25 branch offices.

Large offices also use The Major BBS to link to the host system, using X.25 connections, managing several tellers and validating printers. Communication between the terminals and the host is accomplished by means of data frames that include CRC checking.

One such application includes local database updates, in such a way that the office may work offline when communication with the host isn't possible. The transaction tracking feature of Btrieve is used to maintain database concordance. Response times are about two seconds.

All the applications were developed by DATACENTRUM LTD, the Galacticomm dealer in Colombia.

The Major BBS has proven itself an excellent business tool in both client-server and multi-user applications. 

Are You Serious About Your BBS?

We are here to help — dedicated to our customers and their needs.

Online Employment Service

*Designed to fit job seekers with potential employers. Employers can post job listings for job seekers to search, and job seekers can post resumes for employers to search. It can also be used to fill positions within a company. **Only \$99.00***

Chat on Demand

*Allows your users to go into private multi-colored chat from almost anywhere on your BBS. Also has a Sysop chat function that enables the Sysop to pull users into chat and optionally suspend credit charges while in Sysop chat. **Only \$99.00***

AMS DOS Shell

*A DOS emulation so complete you might not be able to tell it from the real thing. Supports most internal and external DOS commands. Drop to the shell just by typing /GO DOS. Also includes access protection for the BBS and root directories. **Only \$99.00***

Match Maker

The ultimate matching/dating service available for The Major BBS is being outdone. Watch for the release of Match Maker Deluxe, a complete dating system for those boards that are centered around their Match Maker service.

Remote Console

*A duplicate of the Sysop console that can be used from a remote location. Just call in via modem and you can see your audit trail, update your user information, and look at all the stat screens available from the console. **Only \$75.00***

Line Monitor

*Gives you extra control over who logs onto what channel, how many times they may call per day, and the minimum baud rate allowed on that channel. Also keeps line usage stats for each user and each class. Highly configurable!! **Only \$49.00***

Happy Birthday

*Have your BBS wish your users Happy Birthday. Automatically sends your users an E-mail birthday wish, with or without free credits. Includes Sysop options to search for users by birthday(s) or age(s). A real user pleaser!! **Only \$49.00***

For More Information

Give us a call to get our latest catalog and to find out about new software and specials. For a demonstration of any of our products, call our new demo board or stop by the Online! booth at ONE BBSCON in August.

Sirius Software

1049 Cardiff

Casper, WY 82609

(307) 237-0065 Voice

(307) 472-4656 Demo

THE POWER TO DEVELOP MODULES FOR THE MAJOR BBS® IS NOW IN YOUR HANDS.

MAJOR PRO, THE DEVELOPMENT SYSTEM DESIGNED MUCH LIKE BASIC, PROVIDES USERS WITH THE POWER TO DESIGN, WRITE AND RUN MAJOR BBS COMPATIBLE MODULES SUCH AS GAMES AND UTILITIES. WELL OVER 250 COMMANDS AND FUNCTIONS SUPPORTED AND A 30 DAY MONEY BACK GUARANTEE. NET TERMS ACCEPTED WITH APPROVED CREDIT.

MAJOR PRO™ FEATURES

FULL BTRIEVE SUPPORT. MANAGE DATABASES WITH OVER 45 BTRIEVE COMMANDS.
BASIC-STYLE COMMANDS SUCH AS PRINT, GOTO, JUMP, DIM, LET AND MANY MORE.
DOS COMMANDS SUPPORTED: RMDIR, MKDIR, REN, DEL, COPY.
ACCEPT INPUT FROM ONLINE USERS IN DIFFERENT SYSTEM LOCATIONS.
INSTANTLY DISPLAY ASCII FILES WITH ONE COMMAND: "LIST".
ACCESS OVER 30 GSBL BTUXXX FUNCTIONS - REAL POWER!
MANY STRING MANIPULATION COMMANDS ARE PROVIDED.
FULL LOCKS AND KEYS SUPPORT.
FULL SCREEN ANSI APPLICATIONS SUPPORT!
MULTI-USER, INTERACTIVE PROGRAMMING. FULL CHANNEL ACCESS.
FULL ASCII FILE SUPPORT. READ, WRITE, CREATE, POSITION, AND QUERY.
SEND E-MAIL TO ANY USER, ACCESS THE E-MAIL EDITOR WITH ONE COMMAND.
FILE TRANSFERS BUILT-IN. ALL STANDARD LIBRARY PROTOCOLS SUPPORTED.



SOFTWORKS INTERNATIONAL, INC.
1901 S. HARBOR CITY BLVD.
SUITE 800
MELBOURNE, FL 32901

The Major BBS is a registered trademark of Galacticomm, Inc.
Major Pro is a trademark of Softworks International, Inc.

MORE FROM SOFTWARE INTERNATIONAL

WRITE YOUR OWN GLOBAL COMMANDS!

MANIPULATE STRINGS. UPPERCASE/LOWERCASE FILTERS, CHARACTER REPLACE. ADVANCED BUG TRACKING FEATURES. INFORMATION ON MODULE BUG TO SYSOP. FULL .MSG SUPPORT. PARAMETER PASSING ALSO SUPPORTED. MUCH MORE. . . ONLY \$400, COMES WITH A DESCRIPTIVE MANUAL AND FIVE DAYS A WEEK SUPPORT.

MAJOR PRO LITE

MAJOR PRO LITE IS A FULLY-FUNCTIONAL VERSION OF MAJOR PRO, ONLY WITHOUT DISTRIBUTION RIGHTS AND FREE UPGRADES. MAJOR PRO LITE CAN BE PURCHASED FOR ONLY \$199! PAY THE \$201 DIFFERENCE TO UPGRADE TO THE FULL COPY ONCE YOU GET YOUR FEET WET. JOIN OVER 60 SYSOPS USING MAJOR PRO FOR THEIR DEVELOPMENT NEEDS.

MAJORXFER

NEWLY RELEASED! MAJORXFER IS A TERMINAL PROGRAM FOR USE AT THE MAIN CONSOLE OF THE MAJOR WITH MANY FANTASTIC FEATURES WHICH HAVE NEVER BEFORE BEEN AVAILABLE—INCLUDES A PBX COMPATIBLE AUTO-DIALER WITH 100 ENTRY SUPPORT, EXTENDED INFORMATION SCREENS ALLOWING NOTES, SYSOP NAMES. ALSO INCLUDED ARE 10 KEYBORED MACROS, A SCROLL BACK BUFFER WITH A CAPACITY OF UP TO 32K OF DATA, BOTH UPLOAD AND DOWNLOAD FILE TRANSFERS, A BUILT-IN SYSTEM CLOCK DISPLAY, OPTIONS MENU, AND MACROS MENU.

MAJORXFER IS BEING OFFERED AT AN INTRODUCTORY PRICE OF \$79.

SALES AND PRODUCT INFO ONLY

1-800-882-1511

HIGHEST SUPPORT

407-723-8242

SUPPORT BBS

407-723-5342

FACSIMILE

407-912-0674



PC Watchdog:

Guards your BBS while you're away



Even the best BBS will lock up now and then. It could be power related or a GP that will not reset. If your system cannot reboot, that of course is bad. There are several ways to remote reboot, but most require you to call in to do the reset, or rely on a TSR of some sort. TSR's are fine, but if your BBS locks and the TSR does not get

clobbered, then no reset.

PC Watchdog is a hardware solution that forces a reset of your computer if your BBS locks. A special .DLL sends out a signal to the watchdog card every x number of minutes. If the Watchdog card does not receive the pulse, then a relay is activated which closes the contacts of the reset connector on

your motherboard forcing a hard reset, just like if you pushed the reset button yourself. The .DLL takes in consideration your cleanup by turning off the Watchdog.

Since PC Watchdog does not depend on a TSR or a remote phone call, it is the only unattended reboot product available.

PC Watchdog is an excellent, inexpensive solution to system locks.

PC Watchdog costs only \$99.00 and comes with a v6 .DLL, an instruction guide and all needed connectors.

Computer Chess at the Next Level

PROFESSIONAL CHESS 2.0

This software gives members of your system the ability to play each other the classic game of chess, on-line.

The many features of **PROFESSIONAL CHESS** include:

Detection of all attempted illegal moves
Detection of check, checkmate, and stalemate

Pawn promotion to any type piece, en passant capture, and castling

An authentic chess rating system using the basic Elo formulas, upon which the USCF and World ranking systems are based

A "Play-by-Mail" capability, which allows members to play without having to be on-line at the same time, as well as play when they are on at the same time

Three different board type displays, to support a full range of terminal types

The revolutionary capability of playing PROCHESS globally, that is, while in teleconference, in e-mail or SIGS, or even while playing some other on-line game.

"Captured Material" display shows what pieces have been taken in the game so far

A timer accumulates how long it takes each side to play, up to 24 hours per side.

An area inside the module for gameplay

Price - - \$99.00



ProSECURE

Security Enhancement Module

ProSECURE is a security enhancement module which provides extensive security features to your Major BBS system.

ProSECURE offers you features normally found on other systems as well as security features found in products such as Netware 3.11.

ProSECURE is set up as a menu option to interactively allow users to change their passwords. ProSECURE also allows you to set up multiple (up to 600) "Security Groups" which regulate users or classes based on the setup or the keys held.

Here are just some of the features of ProSECURE...

- * Individual and group account life, in days, then automatic deletion or suspension.
- * Randomization of passwords after a certain number of days, for guest accounts.
- * Set minimum password lengths.
- * Force more complex passwords by requiring mixtures of numbers and letters in a password.
- * Optionally, requiring users to change their passwords periodically (after a certain number of days) and setting a number of "grace logins" they get to change it in after their time expires.
- * Asks, upon login, based on a percentage, various additional security questions such as date of birth or last four digits of their stored phone number.
- * Optional requirement of "unique passwords" - a user may not use a password used before (last 10 changes).

* Console Login Notification - users or groups make the console chime when they log on.

* Restriction of logins by day, by time, by channel group, by day and time, or by day and channel group.

You can modify an individual user's information above and beyond the security group he is attached to and:

- * Set an individual user to chime upon login.
- * Exempt a user from being affected by the security procedures.
- * Suspend or delete a user interactively.
- * Store an informative note about the user.

Additionally, ProSECURE offers these handy features:

* Key Manipulation - Add/delete keys to/from classes and users

* Lists various things:

- Users with notes and the notes
- Security Groups, and Classes
- Classes and which Security groups apply
- User password changes, dates, times and passwords

ALL ProSECURE functions are available on-line and changes to groups or users take place instantly. Works hand in hand with Command Center to allow you to remove the Account/ Edit feature for additional system security.

ProSECURE can assist you in the prevention of bogus accounts and allow your system a higher level of security than ever before possible.

Price - - \$49.00!!!!



ProStar Computer Corporation

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(206) 859-8653 Voice • (206) 859-8671 Fax • (206) 351-0561 Demo BBS

Save the Planet with Your BBS

by Dihan Rosenburg
Staff Writer

In the past few years, we've been introduced to the greenhouse effect, ozone depletion, acid rain, deforestation, loss of landfill space, and mass species extinction. These problems are devastating, but fortunately, every environmental concern has many possible resolutions. You can be part of the solution! In fact, by becoming a BBS Sysop, you've already taken the first step.

Americans throw away enough office and writing paper each year to build a wall 12 feet high stretching from Los Angeles to New York City. For every ton of paper you conserve, you rescue 17 trees! In addition, you save the water and 384 gallons of oil needed to make the paper and salvage three cubic yards of landfill space. You also keep 60 pounds of air pollution out of the skies.

How can you use your BBS to save this much paper? Here are a few ideas:

Instead of using paper pads to write messages, memos and to-do lists, get in the habit of using E-mail. By using distribution lists,

you can quickly and easily send electronic bulletins to your co-workers, your division, or even to the whole company. You can also send yourself reminders that you'll be prompted to read whenever you log on. To keep on top of things, you can forward messages back to yourself to keep them reappearing as new messages.

If your company publishes large documents, save money and trees by publishing them electronically. For example, the U.S. Coast Guard distributes several radionavigation reports. One of these, "The Federal Radionavigation Plan," is one-half inch thick. They publish the report on the BBS, and anyone calling in can download it for free. This one action saves a bunch of paper! Budgets, annual reports, marketing plans, and inventory lists can all be shared in this manner.

By using Fax/Online, you don't need to print out documents to fax them; you can fax documents directly from your BBS, bypassing the paper trail on the sender's end completely. Here at our office, we fax out product literature, dealer applications, product reviews and sales quotes from the BBS—

saving reams of paper on cover sheets alone!

If you use the BBS to help sell your company's products or services, you can conserve all the paper, ink, and production materials used for printed product literature. Distribute press releases and magazine articles electronically. If you take sales orders online, you'll eliminate the need for paper order forms.

Use the teleconference to hold meetings online. Just turn on your capture buffer, and a transcript of the meeting will be recorded for you. Anyone needing a copy can easily download it.

A BBS can help your company save on gas and reduce air pollution, if it's used as a telecommuting tool. Workers who process information, such as attorneys, word processing secretaries, and journalists can easily work from home.

Get in the habit of using your BBS instead of paper, and set an example that preserving the environment is a priority. You can make a difference!

Editor's Note: Apparently the Sierra Club thought so too — they bought a copy of The Major BBS for their office.



Crystal Vision, Inc.

EMAIL AROUND THE WORLD!



MjrFIDO™

Connect your BBS to the very popular FidoNet store-and-forward mail network! Exchange messages and files with over 16,000 BBS's around the world. Your users will enjoy communicating with people in the United States, Canada, Europe, Australia and many other countries. Communicate with software and hardware vendors who stay in touch with customers on FidoNet. MjrFIDO supports *private* electronic messages using the MHS gateway feature of The Major BBS and also provides a real time mode and Internet Gateway support for all of the 400+ topic areas available on FidoNet!



QWKENING™

The QWKENING is the fast and easy way to bring a wealth of shared electronic mail to your Major BBS! The QWKENING supports the very popular QWK network mail packet format which is used by successful BBS products such as PCBoard and Wildcat! and now The Major BBS! The QWKENING allows you to provide over 20 individual QWK based electronic mail networks with a total of over 850 conferences, forums, or SIGS to your BBS users!

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